

1 new FastAccess customer that's being
2 added to BellSouth, it's one that's
3 existing. And now what is happening is
4 because of that movement my costs all
5 across are now increasing.

6 Q. Well, but I'm asking you about for one
7 customer

8 A.

9 Q. And let me go through this, because I'm
10 sure my question wasn't very clear.
11 When you have a customer who is a
12 BellSouth retail customer for voice and
13 for FastAccess and that customer
14 switches his voice to ITC^DeltaCom
15 voice using UNE-P, do you follow me?

16 A.

17 Q. Your testimony is that if BellSouth
18 were to continue to provide the
19 FastAccess retail service to that
20 customer, your margin would be
21 diminished; is that correct?

22 A. Yes. But we can't just look at margin
23 in making a business policy decision.

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